

Indy and General and Administrative combined

Gen Con (Indy & G & A)

Ordinary Income/Expense																						
Income																						
Ordinary Income	4101 · Admissions Revenue	1,365,331.00	43%	1,340,000.00				41%	1,366,800.00				41%	1,394,136.00				40%	1,422,019.00		40%	2%
	4102 · Booth Space Rental	1,081,525.00	34%	1,150,000.00				35%	1,200,000.00				36%	1,250,000.00				36%	1,275,000.00		35%	2%
	4103 · Events Revenues	290,631.00	9%	256,000.00				8%	256,000.00				8%	256,000.00				7%	256,000.00		7%	0%
	4104 · Hotel Rebates	140,597.00	4%	142,000.00				4%	142,000.00				4%	142,000.00				4%	142,000.00		4%	0%
	4106 · Merchandise	50,017.23	2%	45,000.00				1%	45,000.00				1%	45,000.00				1%	45,000.00		1%	0%
	4107 · Sponsorship Non-Booth Revenues	175,264.00	6%	200,000.00				6%	200,000.00				6%	250,000.00				7%	275,000.00		8%	9%
	4108 · Advertising Revenues	30,300.00	1%	50,000.00				2%	75,000.00				2%	100,000.00				3%	100,000.00		3%	0%
	Total 4109 · Art Show Revenue	33,511.98	1%	33,400.00				1%	33,400.00				1%	33,400.00				1%	33,400.00		1%	0%
	4110 · Exhibitor Badges	42,135.00	1%	44,000.00				1%	44,880.00				1%	45,500.00				1%	46,000.00		1%	1%
	4111 · NSF Check Charges	0.00	0%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	4112 · Other Income	10,017.51	0%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	4114 · Early Pay Discounts	(65,335.00)	-2%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	Total 4115 · Author's Avenue Revenue	2,864.00	0%	1,000.00				0%	1,000.00				0%	1,000.00				0%	1,000.00		0%	0%
	Total Income	3,156,858.72	100%	3,261,400.00				100%	3,364,080.00				100%	3,517,036.00				100%	3,595,419.00		100%	2%
Total Costs	38,014.00	1%	25,000.00				1%	25,000.00				1%	25,000.00				1%	25,000.00		1%	0%	
Gross Profit	3,118,844.72	99%	3,236,400.00				99%	3,339,080.00				99%	3,492,036.00				99%	3,570,419.00		99%	2%	
Ordinary Expense	Labor related costs	1,394,230.00	44%	1,538,550.00				47%	1,542,383.00				46%	1,598,291.00				45%	1,604,131.00		45%	0%
	Promotional, Advertising expenses	189,915.00	6%	236,800.00				7%	236,800.00				7%	236,800.00				7%	236,800.00		7%	0%
	Convention supplies and expenses	403,008.00	13%	444,400.00				14%	454,400.00				14%	469,800.00				13%	479,800.00		13%	2%
	Building expenses	144,783.00	5%	158,000.00				5%	158,000.00				5%	158,000.00				4%	158,000.00		4%	0%
	Administrative expenses	218,478.00	7%	224,400.00				7%	228,000.00				7%	232,500.00				7%	237,150.00		7%	2%
	Inventory and FF&E as an expense	0.00	0%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	Computer equipment and software - expense	(4,303.00)	0%	14,800.00				0%	14,800.00				0%	14,800.00				0%	14,800.00		0%	0%
	Interest expense	27,941.00	1%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	Depreciation	162,299.00	5%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
	Taxes	55,969.00	2%	40,000.00				1%	40,000.00				1%	40,000.00				1%	40,000.00		1%	0%
	Total Expense	2,592,320.00	82%	2,656,950.00				81%	2,674,383.00				79%	2,750,191.00				78%	2,770,681.00		77%	1%
	Net Ordinary Income	526,524.72	17%	579,450.00				18%	664,697.00				20%	741,845.00				21%	799,738.00		22%	7%
	Net Income	526,524.72	17%	579,450.00				18%	664,697.00				20%	741,845.00				21%	799,738.00		22%	7%
	Add back:	Interest expense	(27,941.00)	-1%	0.00				0%	0.00				0%	0.00				0%	0.00		0%
Depreciation		162,299.00	5%	0.00				0%	0.00				0%	0.00				0%	0.00		0%	0%
Taxes		55,969.00	2%	40,000.00				1%	40,000.00				1%	40,000.00				1%	40,000.00		1%	0%
EBITDA		716,851.72	23%	619,450.00				19%	704,697.00				21%	781,845.00				22%	839,738.00		23%	7%